



SBA's REGION V OFFICE TAKE FIVE

Midwest Entrepreneurs' Small Business Resource

SBA Region V Office Services the States of Illinois, Indiana, Michigan, Minnesota, Ohio and Wisconsin

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All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

MESSAGE FROM THE REGIONAL ADMINISTRATOR

Welcome to our 50th Anniversary Edition!

This year SBA celebrates 50 years of service to America's entrepreneurs. Since 1953, the SBA has helped more than 15 million American's start, grow or expand their business and has provided approximately \$240 billion in financing to small business owners. For the past 50 years, Region V has provided over 161,000 Midwest entrepreneurs with more than \$29 billion in financing.

Region V's tremendous service to Midwest entrepreneurs is attributed to the Region's 200 dedicated professional staff members and over 2,000 resource partners, lenders and volunteers. I would also like to acknowledge the thousands of those who have preceded them over the last 50 years.

As we move forward, Region V will continue to serve as the premier economic development team empowering entrepreneurs throughout the industrial Heartland of over 50 million people.

For information on the full array of SBA's programs and services, visit our Internet site at www.sba.gov/regions/states. You can call the Midwest Regional Office at (312) 353-0357 or contact the district or branch office nearest you.



**Region V Administrator
Patrick Rea**

SBA CELEBRATES 50 YEARS OF SERVICE TO AMERICA'S SMALL BUSINESSES

On Monday, March 22, the U.S. Small Business Administration took its Economic Growth tour to Green Bay, Wisconsin. The visit to Green Bay, the ninth stop on the tour, provided area small businesses, SBA's resource partners, and community leaders the chance to discuss challenges and opportunities that small businesses face in the region.



Pictured from left to right: NPS CEO Andrew Hetzel, SBA Administrator Hector Barreto and SBA Region V Administrator Patrick Rea.

SBA Administrator Hector V. Barreto began the visit to Green Bay with a tour of National Packaging Services (NPS)—a manufacturer of paper and plastic products that aide in reducing workplace accidents and providing safe solutions to hazardous spills. After receiving the tour, Barreto led a roundtable discussion with several local small-business owners about

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SPINNING ART INTO GOLD

Who ever knew deep in the heart of Texas that a shy little girl, who expressed her self through art, would become one of the world's most renowned art preservationists as well as the CEO of one of the world's most preeminent art restoration companies?

Born and raised in Texas, Heather S. Becker started her art career when she was awarded a scholarship to attend the School of the Art Institute of Chicago. Upon her graduation, Heather earned another scholarship to attend the International School of Art in Italy. Noted for her figurative oil paintings, Heather exhibited her art work nationally and in Europe for well over a decade upon returning to Chicago.

However, to supplement her art career and satisfy her desire for business, Heather entered the field of art preservation. In 1989, Heather joined the Chicago Conservation Center, Inc. (CCC) as an administrative assistant. By studying operations and staffing of this six year old company, Heather developed a national business plan to expand its services to become a national resource center for art preservation. Over the next three years, Heather, on behalf the company's founder, implemented a myriad of marketing strategies.

One of the most innovative strategies she developed was marketing insurance companies. Sparked by a gas explosion that severely damaged most of her artwork in her home, Heather decided to preserve her art by using the restoration services of CCC. Realizing that others may share the same perils and experiences in a disaster, Heather marketed this type of art preservation to insurance companies throughout the world. Up to this time, most insurance companies considered art work damaged by fire, water, disaster and the like a complete loss and only sought methods to replace those items. Due to this art preservation initiative, not only did CCC save insurance companies countless number of dollars in claims, but CCC also restored original pieces of art much to the delight of art lovers everywhere. As a result of Heather's marketing efforts, the company grew by 20%, and Heather eventually became co-owner and Vice President. But Heather's ideas just didn't stop with insurance companies.

In an effort to bring art back into public education, Heather co-founded and spearheaded a city-wide arts education program for the Chicago Public School System. Upon the discovery and subsequent research of a white washed mural, CCC was able to rediscover, document and restore over 475 murals created for Chicago Public School System during the first half of the Twentieth Century. By raising \$2,000,000 and the Public's awareness, CCC completed the largest mural preservation project in this country's history saving these murals from decades of neglect and permanent destruction.

This project was met with such national acclaim, that Chicago's Channel 11/WTTW documented this 8 year task in a 30 minute video that was co-written by Heather. Broadcasted in the Spring of 2000 as part of the Chicago Stories series, this video not only won the Cine Golden Eagle Award by National Geographic, but it is also used by Chicago Public School Teachers to educate their students about these precious works of art. To further document this extraordinary feat which garnered even more national acclaim, Heather wrote a book called *Art of the People: The Rediscovery and Preservation on Progressive - and the WPA - Era Murals in the Chicago Public Schools, 1904-1943.*



Heather S. Becker
2004 Illinois Small Business Person of the Year

Over the past ten years, CCC has enjoyed a 12% grow rate under Heather's leadership. Heather understands the importance of team work. Her 23 employees, many who have been with her for over a decade, are uniquely talented and specially trained in art preservation. This mutual admiration, dedication, commitment and loyalty to one another and the industry was further demonstrated in 2003 when Heather retained her entire staff after she purchased 100% of CCC from its founder with a \$1,500,000 SBA 7(a) guaranty loan.

Today, CCC is the largest art conservation laboratory in the United States. By repairing and restoring art objects, paintings, frames, textiles, photos, and murals, CCC has maintained a competitive edge over its competitors. By using technological advancements in art conservation and

employing innovative marketing strategies, CCC's lab holds over 3,000 pieces of inventory-art. The magnitude of inventory affirms CCC's reputation in the market place and the trust Heather (staff) has garnered with their client base.

Whether the work of art is a personal family heirloom with no market value, or a Picasso worth millions, CCC treats each item with the respect it deserves as it returns the item to its original condition, a philosophy obviously shared by that shy little girl who expressed herself through art deep in the heart of Texas.

Congratulations Heather S. Becker, Small Business Person the Year for the State of Illinois!

REGION V 2004 SMALL BUSINESS PERSONS OF THE YEAR

ILLINOIS

Heather Becker
CEO

Chicago Conservation Center
Chicago, IL

INDIANA

Pryia Wharton
President/CEO

Tri Star Engineering
Bedford, IN

COLUMBUS

Joe Vesco
President

Information Works
Columbus, OH

CLEVELAND

Richard L. Bednar
Executive Vice

President & COO
Hunter's Manufacturing Co., Inc.
dba Ten Point
Crossbow Technologies
Suffield, OH

MICHIGAN

Dean T. Smith
President/CEO

Specialty Heat Treating, Inc.
Holland, MI

MINNESOTA

Diane Mendel(Owner/CEO) &
Melody Peterson Owner/CFO,
Playhouse Child Care Center
Sauk Rapids, MN

WISCONSIN

Tammy Guite, President &
Greg Guite Vice President
Elite Carriers, LLC
Wausau, WI

ILLINOIS DISTRICT OFFICE ANTICIPATES NEW OPPORTUNITIES TO SERVE SMALL BUSINESSES

This year, the U.S. Small Business Administration's 50th anniversary of providing a wide array of programs and services to small businesspeople, Congress again recognized the SBA's contributions to the nation's economy by making an additional \$3 billion available for small business loans between now and September 30. This action comes on the heels of the reauthorization of the 504 loan program, one of the Agency's most important job creation programs.

Illinois Office District Director, Judith A. Roussel, received the good news enthusiastically: "The District Office is eager to provide SBA's newly expanded assistance and urges small businesses to speak with their banks regarding an SBA loan."

SBA also succeeded in relaxing some of the temporary constraints on its loan guaranty authority. For example, the short-term cap on loan amounts has been lifted; once again, borrowers are free to borrow up to the statutory maximum of \$2 million (with a \$1.5 million maximum guaranteed amount). A fee of one-quarter of 1% will be charged on the guaranteed amount in excess of \$1 million but lenders may choose to pass the fee on to borrowers. In addition, the ability to make piggyback loans has been restored.

Lenders will also be able to make use of the Agency's Express Loan Program for loans up to \$2 million. This program, formerly known as *SBAExpress*, guarantees lenders 36-hour turnaround time on loan submissions. In addition, lenders can use mostly their own forms and procedures instead of government forms. As an added incentive, lenders aren't required to take collateral for loans under \$25,000 and can follow their own collateral policies for loans up to \$150,000. They are required to adhere to SBA collateral policy only for loans exceeding \$150,000.

Following up on the Agency's success, Administrator

Hector V. Barreto recently submitted a legislative package specifically designed to improve the agency's wide range of services and allow it to reach out to more small businesses than ever before. According to Barreto, "The legislation we are proposing today will result in an SBA that is more responsive, more efficient, more modern—in other words, an SBA that is more like the small businesses it serves every single day."

The package submitted to Congress includes initiatives that will enhance SBA's ability to deliver services to its small business clients. One of the most significant of the proposals would permit the 7(a) loan program to operate at a zero subsidy rate by allowing the SBA to adjust the fees for the program annually. In addition, the package is intended to enhance the Women's Business Center (WBC) program by coordinating WBC activities with the agency's already extensive Small Business Development Center program. Although these proposals have not yet been enacted by Congress, SBA anticipates action on some or all of these initiatives during late spring, as Congress works on the Agency's reauthorization bill.



CELEBRATING NATIONAL SMALL BUSINESS WEEK 2004

The U.S. Small Business Administration's annual National Small Business Week commemoration, SBA Expo '04, will be held in Orlando, FL., May 19-21 at the Orange County Convention Center. The celebration honors America's leading entrepreneurs, and includes the announcement of the *National Small Business Person of the Year*. Special events this year will include a small business expo, a business matchmaking event, business seminars, a town hall meeting, and award ceremonies honoring women entrepreneurs and state and national small business winners. Other highlights will include business industry leaders and speakers from trade associations, and state level and federal government.

"SBA Expo '04 will celebrate the many contributions of the small business men and women whose hard work and perseverance have created opportunities for millions of Americans," said Administrator Hector V. Barreto. "The SBA is proud to honor the entrepreneurial spirit that has helped strengthen the nation's economy."

SBA Expo '04 is the culmination of national and regional events held to commemorate the SBA's 50th anniversary, which was launched in September 2003, at the SBA's National Entrepreneurial Conference & Expo in Washington, D.C. More than 3,000 participants from across the nation marked the agency's 50th anniversary. A highlight of NECE was the inauguration of the SBA's "Hall of Fame," which honored nationally known companies that started with SBA assistance.

"I encourage everyone's participation in this national matchmaking effort," says Region V Administrator Patrick Rea.

Regional events noting the agency's 50th anniversary, *SBA's Economic Growth Tour: Listening to America's Job Creators* have occurred in locations throughout the country. The tours enabled local entrepreneurs to discuss small business issues with Administrator Barreto, as well as their local bankers, venture capitalists, resource and trade partners, and local SBA office. For more information and to register for SBA Expo '04, visit the SBA Web site at www.sba.gov/50.



SBA	EXPO 04		50 YEARS
CELEBRATING NATIONAL SMALL BUSINESS WEEK			
Orange County Convention Center Orlando, Florida Wednesday, May 19 through Friday, May 21, 2004 http://www.sba.gov/50/expo2004.html			Register Now!

Check out our new daily pricing!

\$125, Wed. 5/19 \$150, Thur. 5/20 \$150, Fri. 5/21

Take advantage of our full registration of \$325 by registering by April 17.

Join us at the U.S. Small Business Administration's SBA Expo '04 in Orlando May 19-21. Learn cutting-edge business practices, take advantage of procurement opportunities and network!

CONFERENCE HIGHLIGHTS:

BUSINESS SESSIONS

- Show Me the Money! Funding your growing business
- Tomorrow Is Today: Trends in small business
- The Balancing Act: Managing your business in a dynamic economy
- Connecting to the Government Marketplace

SBA Expo '04
brought to you by



and



SCORE
Counselors to America's Small Business

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some of the most important issues they face. Following the roundtable, Barreto spoke to more than 300 local small business owners at a luncheon at Lambeau Field. He also recognized 7 outstanding entrepreneurs with the District Director Choice Award. The award winners represented each of the 7 District Office in Region V. All of the award winners were selected because they exemplified innovation, determination and hard work in their respective districts. The winners include:

ILLINOIS

Pacific Construction Services, Inc., Chicago
(Ike Hong, president)

INDIANA

AIT Laboratories, Indianapolis
(Michael A. Evans, Ph.D., president & CEO)

MICHIGAN

Saturn Electronics & Engineering, Inc., Auburn Hills
(Wallace K. Tsuha, chairman & CEO)

WISCONSIN

National Packaging Service, Green Bay
(Andrew Hetzel, president and owner)

MINNESOTA

Clemenson Enterprises Incorporated, Brooklyn Park
(Lyle J. Clemenson, president)

CLEVELAND, OH

New Era Builders, Inc., Cleveland
(Joseph Lopez, president)

COLUMBUS, OH

Sophisticated Systems, Inc., Columbus
(Dwight Smith, president & CEO)



Photo Collage—clockwise: District Director Choice Award Winners Circle; Administrator Barreto and Wisconsin District Director Eric Ness; Columbus District Director Choice Award Winner Dwight Smith.

HP (Hewlett-Packard), which is partnering with the SBA on its Business Matchmaking program, was the sponsor for the SBA's Economic Growth Tour.

REGION V 2004 SMALL BUSINESS CHAMPION WINNERS

We are pleased to announce the 2004 Region V SBA Champion Awards. Each year SBA recognizes small businesses for their outstanding achievements. This year's winners greatly assisted in expanding the economic base of the Midwest and America through small business development. The winners will be honored at a ceremony hosted by the District Office Small Business Award events.

Financial Services Advocate

Tamina O'Neil

First Vice President, Manager—Government Lending/SBA Division
LaSalle Bank, National Association, Chicago, IL (Illinois District Office)

SBA Family-Owned Business

James Greene

President & CEO

WG&R Furniture Co., Green Bay, WI (Wisconsin District Office)

Entrepreneurial Success

Jill Blashack

Founder and Chief Executive Officer

Tastefully Simple, Inc., Alexandria, MN (Minnesota District Office)

Home-based Business

Jane E. Leonard

President & Co-Owner, Community Technology

Advisors Corporation, St. Paul, MN (Minnesota District Office)

Minority Small Business Advocate

Craig Anderson,

Executive Director

American Indian Chamber of Commerce of Wisconsin

West Allis, WI (Wisconsin District Office)

Small Business Exporter

Andy Grimmer

President

ANGI International, LLC, Milton, WI (Wisconsin District Office)

SBA Young Entrepreneur

Kirk Davies

Orthodontist

Davies Orthodontics, LLC, Waukesha, WI (Wisconsin District Office)

Small Business Journalist

Richard Sean Fitzgerald

Lake Winnebago B2B, Oshkosh, WI (Wisconsin District Office)

Veteran Small Business Advocate

Ron Seman

The Greater Cleveland Veterans Business

Resource Council, Parma, OH (Cleveland District Office)

Women in Business Advocate of the Year

Josephine Oyama-Miller,

Coordinator of Business Development

Community Action Coalition for SC Wisconsin, Inc.

Madison, WI (Wisconsin District Office)

SBA ADMINISTRATOR BARRETO RINGS BELL AT NYSE

On Friday, April 16, the New York Stock Exchange (NYSE) welcomed SBA Administrator Hector Barreto and guests for a spectacular event to commemorate the 50th Anniversary of SBA. The NYSE highlighted the contribution SBA has made in fostering the growth and development of many companies that started with SBA assistance and are now public companies traded on the NYSE.

The event opened with an exhibit of these companies at the Museum of Financial History, followed by a meeting with NYSE CEO John Thain and a tour of the trading floor led by NYSE President Catherine Kinney. The day culminated with Ms. Kinney and guests joining Administrator Barreto on the podium as he rang the closing bell. Illinois District Director Judith Roussel was among the participants in the event.



**SBA
AT
NYSE**

SMALL BUSINESSES CAN BENEFIT FROM NEW TAX AND EXPENSING PROVISIONS

In the past few months the SBA hosted a series of small business roundtable discussion with local small businesses. The roundtable discussions were held in Illinois, Indiana and Ohio. Throughout the discussion small businesses learned how recent changes in the tax laws, signed into law last year by President George W. Bush, have helped small businesses hire new employees and purchase new equipment.

"By reducing the tax burden and increasing the expensing deduction small businesses from a variety of sectors throughout Illinois and the Midwest have been able to purchase equipment for their manufacturing firms, medical laboratories, construction business and engineering companies," says SBA Regional Administrator Patrick Rea. These new tax provisions allow small businesses to expand their operations and hire new employees, and will help to continue our economic recovery.



Small Business Tax Roundtable at SBA's Illinois District Office
l-r: Judith Roussel (SBA Illinois District Director); Ike Hong (President, Pacific Construction Services, Inc.); Tamina O'Neil (First VP, Manager Government Lending, SBA Division, LaSalle Bank); Patrick Rea (SBA Region V Administrator); Deborah Sawyer (CEO, Environmental Design International); Deirdre Hauflaire (Strategic Alliance Federal Markets, Millennium Data Systems); Anthony Scalise (Revenue Agent, IRS)

At the roundtable discussion, several local small businesses explained how they have directly benefited from the new tax laws, which have reduced taxes on America's small businesses by an average of nearly \$3,000. In addition, the changes in the law have quadrupled the amount a business can deduct from its expensing of equipment purchases from \$25,000 to \$100,000.

Deborah Sawyer, CEO of Environmental Design International—a Chicago-based civil and environmental engineering firm—says that thanks to the tax incentives she has created 13 new jobs in 2003 and 9 new jobs in 2004. She has also been able to purchase new equipment. "The tax break has allowed us to purchase 5 trucks and machinery and computer software," says Sawyer.

New job figures and other recent indicators show that America's economy is strong and getting stronger, and that the President's Jobs and Growth plan is working. 112,000 new jobs were created in January - the largest monthly increase since December 2000 - and 366,000 jobs have been added over the last 5 months. The national unemployment rate in January of 5.6% continues the steady decline from 6.3% in June 2003 - the fastest 7-month decline in nearly a decade.



Region V Small Business Tax Roundtables

Photo Collage—Photos clockwise: Region V Administrator Rea addressing Indiana's small business community; Illinois Deputy District Director Ivan Irizarry and Millennium Data Systems Strategic Alliance Director Deirdre Hauflaire; Environmental Design CEO Deborah Sawyer and National City Bank's VP & Business Development Officer Beth Bloom; Indiana District Director Gail Gesell.

SCORE TIP OF THE DAY

SCORE BUILDS PARTNERSHIP WITH THE EDWARD LOWE FOUNDATION

by Jim Stoyhoff, Chair, SCORE- Chicago (Partnership Development Committee)

The SCORE Chicago Chapter is proud to announce its new strategic alliance with The Edward Lowe Foundation www.lowe.org. Lowe's mission is to "champion the entrepreneurial spirit". Specifically, the foundation assists not-for-profit organizations, which share this mission, by providing knowledge and other resources that encourage entrepreneurial thinking.

The new partnership gives the Chicago Chapter access to Lowe's e-publishing services, helping it to issue its business e-newsletter *The Chicago Counselor*. The newsletter is sent quarterly to clients, workshop attendees and counselors, as well as to influential individuals in the business, government and media sectors. It serves to educate its audience on a broad range of business issues, and to promote the chapter's counseling services, workshops, success stories and other activities to a

broader audience, and in a more cost-effective manner. Lowe's proprietary on-line publishing application, e-mailing services and management reports are provided gratis. Access to these necessary resources allows the Chapter to focus on developing or procuring content and building its database of recipients, without the need for internal server capacity, redundancy and attendant maintenance.

Additionally, Lowe has developed an on-line archive of extensive entrepreneurial information, which is available to SCORE clients and counselors.

For more information or to begin receiving *The Chicago Counselor*, contact Jim Stoyhoff at www.counseloreditor@earthlink.net or the SCORE Chicago office (312) 353-7724.

REGION V EMPLOYEE SPOTLIGHT

Welcome to *Take Five's* "Employee Spotlight" where outstanding employees throughout Region V are recognized. In this issue, we recognize Darlene C. Ballantyne of the Indiana District Office!

Recognized as an outstanding performer, Darlene has received numerous employee awards including "Support Employee of the Year" (1990) for the Indiana District Office and being recognized by SBA General Counsel in 1997 as "Outstanding Legal Support Person" during a legal training meeting in New Orleans. "Darlene is an outstanding SBA employee," says SBA Indiana District Director Gail Gesell. "Most importantly, she is always cheerful and supportive of each member of the SBA Indiana Office".

Ballantyne was born and raised in Indianapolis. She is a graduate of Warren Central High School. She has been with the SBA for 17 years and has a total of 32½ years of federal employment. Ms. Ballantyne is married, has two daughters and two granddaughters.

JOB IMPACT

For sixteen months, Darlene Ballantyne has been conducting all responsibilities for two very different and very important positions for the SBA Indiana District Office. First, she serves as the assistant to the District Director. Her official position is Indiana District Legal Instrument Examiner. Each of these functions are considered full-time responsibilities.

Since the arrival of the new District Director in January 2003, Darlene voluntarily undertook the function of assistant to the District Director. This position had been vacated through retirement of another SBA employee prior to the arrival of the new Director. Because Indiana does not have a Deputy District Director, Darlene's day-to-day coordinating assistance has been invaluable. Her extraordinary spirit of commitment to the mission of the agency, and her willingness to learn and implement new projects are exemplary.

She has even more functions in the district office. Darlene is the Indiana District Office Database Manager coordinating the design group and data input team for the initial entry and continuous updating of contact information for all of the district's customers, partners, and economic development groups. This is a tremendous responsibility.

She serves as the back-up for the Administrative Officer and she is the timekeeper for the office. In 2003, Darlene managed elements of Small Business Week; Veterans Day at the Business Information Center; Minority Enterprise Development Week; and the SBA/Hispanic Chamber of Commerce Networking event. Also, Darlene is the Indiana District Office Training Coordinator for our transformation activities.



Darlene Ballantyne

Earlier this year, she was one of the team leaders in the document preparation and handling required for transferring over three hundred loan files to SBA's new liquidation center in Herndon, Virginia as phase one of the SBA transformation process. With her participation, this massive project was completed on schedule and in a professional manner.

Despite the demands on her time, Darlene continues to perform her legal duties in a timely and professional manner. In her capacity as Legal Instruments Examiner, she developed a system to track documents needed to complete the collateral files. In 1997, she was asked to audit the collateral files maintained in this office, identify any discrepancies and take corrective action. She reviewed 600 files and made the recommendations within the allotted three month timeframe.

SMALL BUSINESS NETWORKING

MAY 2004

Friday, May 7, 2004: Minnesota Small Business Awards Luncheon (11:00 a.m., Social Hour; 12:00 Noon, Lunch and Awards Program); Four Points by Sheraton, 1330 Industrial Boulevard, Minneapolis, Minn. Sponsors: SBA Minnesota District Office and Minnesota SCORE Association. For more information, contact the Minnesota District Office at (612) 370-2324.

May 12-13, 2004: 2004 Lenders Conference, Kalahari Resort, Wisconsin Dells. For more information, contact (800) 898-9472 or (715) 346-3838.

May 14, 2004 (8:00 AM -10:00 AM): Council of Smaller Enterprise's (COSE) Small Business Week Celebration, Windows on the River, 2000 Sycamore, Cleveland, Ohio 44113. Registration and breakfast will be from 8:00 a.m. until 8:30 a.m. For more information on these Small Business Week events, please contact the Cleveland District Office at (216) 522-4180.

May 21, 2004 (7:00 AM-9:00 AM): Wisconsin's 2004 Small Business Awards. Keynote Speaker is Terry Anderson, CEO, Omni Tech Corporation, Milwaukee Marriott West, W231 N1600 Corporate Court, Waukesha, WI 53186 (Located off the intersection of I-94 and Hwy 164 in Waukesha). Reservations must be received no later than May 14, 2004. For more information, contact (414) 298-8437.

JUNE 2004

June 15, 2004 (11:30 AM-2:00 PM): SBA Awards Luncheon, Chicago Renaissance Hotel. The SBA, in partnership with SCORE-Chicago, the Illinois Department of Commerce & Economic Opportunity and the Small Business Development Center Network will present their Annual Awards Luncheon at the Renaissance Chicago Hotel, One West Wacker Drive. Keynote speaker is Barry Moltz, author of "You Need To Be A Little Crazy: The Truth About Starting and Growing Your Business". For additional information, please contact Complete Conference Coordinators, Inc. at (630) 637-8100 or visit www.peopleware.net/2625a.

June 17, 2004 (9:00 AM– 12:00 PM): The Xchange – Business Opportunity Forum. The State of Michigan and other Federal, State, and local government organizations and public sector agencies will host the forum to provide information about potential purchasing opportunities and changes in state and local purchasing policies for small and disadvantaged businesses. No charge to attend. Washtenaw Community College, Morris Lawrence Building, 4800 E. Huron River Drive, Ann Arbor. Contact Claudia Allen at (517) 373-8139 for more information.

June 24, 2004 (9:00 AM – 10:30 AM): Finding That Delicate Balance. This session is part of the Mentorship Breakfast Speaker Series that is designed to give current and potential business owners an opportunity to meet successful business owners. This session will provide the fundamentals of balancing business, personal, and family life. Learn how to maintain a productive lifestyle. Cost: \$15 per person. Sponsored by SBA's Women's Business Development Center and DEI. Detroit Entrepreneurial Institute, 455 W. Fort Street, 4th Floor, Detroit. Call DEI at (313) 961-8426 for more information and to register.

JULY 2004

July 23, 2004 (8:00 AM to 5:00 PM): Small Business Forum, Central State University, Wilberforce, OH Hosted by the Columbus District Office in conjunction with Central State University (near Dayton). Topics include: Doing Business with the General Service Administration, SBA Certification Programs, Opportunities for Women Owned Companies, Issues and Opportunities for Veteran Owned Companies and a Matchmaker Workshop. Registration is \$50.00 or \$65.00 at the door. To register call 937.555.8798 or e-mail jmahone@csu.ces.edu.

AUGUST 2004

August 25, 2004: Ohio Manufacturers – Reeling in Opportunities; Capturing Business in the Government and International Markets. The event is a statewide matchmaking and procurement conference designed specially for small manufacturers and exporters in Ohio. The registration fee is \$65.00. For additional information call Shantel Grigsby at 614.728.2689 or e-mail SGrigsby@odod.state.oh.us. The conference is being sponsored by SBA, Ohio Procurement Technical Assistance Centers and Manufacturing Extension Partnership at TechSolve.

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Columbus District Office

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Cincinnati Branch

(513) 684-2814

www.sba.gov/oh/columbus

WISCONSIN

Wisconsin District Office

(608) 441-5263 (Madison)

(414) 297-3941 (Milwaukee)

www.sba.gov/wi

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Michigan District Office

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www.sba.gov/mi

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Minnesota District Office

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